

RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

COPY

May 6, 1998

RJR Account #648240
TBI CORPORATION

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Annette:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	5
Light 100	12300-25292	5
FF 100	12300-25293	5
Lt Men 100	12300-25294	5
Ult Lt 100	12300-25295	5
Box 100	12300-25296	5
Lt Box 100	12300-25297	5

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT \$ Amount: **\$8,074.78**

PARTNERS 'BONUS' REPORTING DESCRIPTION

'DOR JUN B8G2F'

51854 9405

B8G2F CTS
TBI CORPORATION

PROMOTION DESCRIPTION:

******* NO PACKING IS REQUIRED *******

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$126.00 (35 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: B. Cook
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

DORB&JUN.DOC

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DIRECT ACCOUNT RETAIL CUSTOMER LIST**PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE****RETAIL DISTRIBUTION DATE: 6/8/98****** NO PACKING REQUIRED ** POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.****7 BRAND STYLES: DORAL LT/LT 100/FF 100/LT MEN 100/ULT LT 100/BOX 100/LT BOX 100****7 STYLES**

S/REP	R/REP	TR/RE	ACCOUNT NAME	ADDRESS	CITY	STATE	SEGMENT	RES/SH	V/P NAME	V/P ADDRESS	SPL	CASE(S) PER STYLE
112206	112220	102966	GATEWAY CTRY STORE	25 LAFAYETTE RD	SEABROOK	NH	CS	648240	TBI CORP		90805	90
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOL	NH	CS	648240	TBI CORPORATION		902213	30
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	CS	648240	TBI CORPORATION			30
648240 Total												5

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